

This record is a partial extract of the original cable. The full text of the original cable is not available.

UNCLAS ROME 002260

SIPDIS

EMBASSY LONDON FOR G. PASCOE

E.O. 12958: N/A

TAGS: [BEXP](#) [EAID](#) [IZ](#) [IT](#)

SUBJECT: REACHING AN OVERWHELMED BECHTEL: ONE ITALIAN  
FIRM'S TRAVAILS

REF: STATE 123390

1. ON THE EVE OF THE LONDON CONFERENCE ON IRAQ  
RECONSTRUCTION, AND WITH FRONT PAGE COVERAGE IN THE MAY 21  
ISSUE OF THE INTERNATIONAL HERALD TRIBUNE OF HOW BECHTEL IS  
BEING OVERWHELMED WITH INQUIRIES FROM COMPANIES TRYING TO  
REGISTER AS POTENTIAL SUBCONTRACTORS, WE OFFER HERE THE  
PERSPECTIVE OF ONE ITALIAN COMPANY THAT IS STILL STRUGGLING  
WITH THE REGISTRATION PROCESS.

2. IN RESPONSE TO DEPARTMENT GUIDANCE DISSEMINATED BY  
EMBASSY ROME ON ABOUT MAY 6, AN ITALIAN HOLDING COMPANY WITH  
EXTENSIVE INTERNATIONAL EXPERIENCE IN THE FIELDS OF DRILLING  
AND OIL PLATFORM CONSTRUCTION AND A SUBSIDIARY IN THE U.S.,  
BEGAN THE PROCESS OF TRYING TO REGISTER WITH BECHTEL. MORE  
THAN TWO WEEKS LATER, THE COMPANY IS STILL LABORING WITH THE  
PROCESS. FOLLOWING IS ITS ACCOUNT.

3. BEGIN QUOTE: WE ENTERED THE WEB-PAGE WWW.BECHTEL.COM AND  
CHOSE OUR LOGIN USERNAME AND PASSWORD. WE ALSO TICKED THE  
BOX TO BE AUTOMATICALLY LOGGED IN FOR FUTURE VISITS.

WITH THE ABOVE PROCEDURE, WE ENTERED THE PAGE FOR THE  
REGISTRATION OF THE "SUPPLIERS AND CONTRACTORS" AND TRIED TO  
FULFILL THE STEPS LISTED IN THE PARAGRAPH "HOW TO REGISTER".

WE ENTERED ALL REQUESTED DATA (DUNS NUMBER, ADDRESS, AND NAME  
OF THE RESPONSIBLE); THE SYSTEM RECOGNIZED OUR COMPANY BUT WE  
COULD NOT ENTER THE "QUESTIONNAIRE" PAGE WHICH SEEMED QUITE  
STRANGE SINCE ALL THE PROCEDURE HAD BEEN PERFORMED CORRECTLY.

WE STARTED AGAIN THE PROCEDURE AND TRIED SEVERAL TIMES  
WITHOUT SUCCESS.

THEREFORE, IN ORDER TO FIND SOME HELP, WE ENTERED A PAGE OF  
THE BECHTEL SITE THAT LISTED ALL OFFICES WORLDWIDE. SINCE THE  
UK BRANCH IS THE ONE NEAREST TO US, WE PHONED THEM. AFTER A  
BRIEF EXPLANATION OF OUR DIFFICULTIES, WE HAVE BEEN ASKED FOR  
AN E-MAIL ADDRESS WHERE WE WOULD HAVE BEEN CONTACTED SHORTLY.

WITHIN ONE HOUR WE RECEIVED AN E-MAIL EXPLAINING THAT "DUE TO  
THE VOLUME OF SUPPLIERS/SUBCONTRACTORS (THE SUPPLIER PORTAL  
HAS BEEN EXPERIENCING UNEXPECTED BEHAVIOR). THEY ALSO  
SUGGESTED TO SEND AN E-MAIL TO IRAQACQU@BECHTEL.COM TO ENABLE  
THEM TO VERIFY ALL COMPANY DATA.

WE SENT AN E-MAIL TO THE ABOVE ADDRESS WITH ALL REQUESTED  
DATA AND ASKED FOR FURTHER INSTRUCTIONS.

THE NEXT DAY WE RECEIVED ANOTHER E-MAIL WHICH INFORMED US  
THAT THE REGISTRATION PROCEDURE HAD BEEN STARTED AGAIN. AN  
ATTACHED FORM HAD TO BE FILLED IN WITH THE COMPANY DATA AND  
SENT BACK TO THE ATTENTION OF THE IRAQ RECONSTRUCTION PROJECT  
DESK.

THIS IS THE REGISTRATION SITUATION UP TO NOW. END QUOTE.

4. COMMENT: WE APPRECIATE THAT BECHTEL IS DOING ITS BEST TO  
COPE WITH AN UNPRECEDENTED SITUATION, WHICH IS ONLY  
EXACERBATED BY THE INSTRUCTIONS WE CURRENTLY HAVE TO DIRECT  
PROSPECTIVE SUBCONTRACTORS TO THE WEBSITES OF PRIME  
CONTRACTORS. WE HOPE THAT SPECIFIC SUGGESTIONS THAT EMERGE  
FROM THE LONDON CONFERENCE ON IRAQ RECONSTRUCTION WILL BE  
QUICKLY DISSEMINATED BACK TO POSTS SO THAT WE MAY HELP TO  
ASSUAGE PROBLEMS SUCH AS THAT DESCRIBED ABOVE. END COMMENT.  
SKODON

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